

States army for eleven years and has demonstrated a steadfast commitment to the preservation of the United States of America; and,

Whereas, in 1991 Christopher J. Barrett served his country in Operation Desert Storm during the Gulf War and the citizens of the United States of America owe Major Barrett a great deal of gratitude for his undying loyalty and dedication to our country; and,

Whereas, the Members of Congress, with a real sense of gratitude and pride, join me in commending Major Christopher J. Barrett on his recent promotion in Major in the United States Army.

HONORING ROBERT M. EPPLEY

**HON. WILLIAM F. GOODLING**

OF PENNSYLVANIA

IN THE HOUSE OF REPRESENTATIVES

*Tuesday, February 29, 2000*

Mr. GOODLING. Mr. Speaker, I rise today to honor Robert M. Eppley for his many years of service to Cumberland County, Pennsylvania.

Mr. Eppley is currently Chairman of the Board of Supervisors for Middlesex Township, Pennsylvania. He was first elected supervisor of Middlesex Township in 1963. Prior to that, he spent three years as supervisor in East Pennsboro Township. His service in both townships qualifies Mr. Eppley as one of the most senior municipal officials in Cumberland County.

Mr. Eppley has served through eight Presidential administrations and has never missed an opportunity to vote since being qualified to do so. While a Cumberland County committeeman, he served on the County Committee's Finance and Executive Committees and guided Middlesex Township from a farming community of 1,900 people to its present status as a transportation center for the eastern United States. As a committee member and a lifelong public servant, he has dedicated his life to serving our country by bettering our government and political process.

Mr. Eppley has been a Sergeant-at-Arms of the Pennsylvania State Association of Township Supervisors, a Deacon of St. Matthew's United Church of Christ, and a Deputy District Commander and County Commander for the American Legion. He is a member of the Fraternal Order of Eagles, the Mechanicsburg Men's Club, and a charter member of the Enola's Sportsman Club. Mr. Eppley is also a veteran of World War II, having served as a corporal in the Army.

If every precinct had a committeeman that is as involved and dedicated as Bob Eppley, rest assured more Americans would be involved in the electoral and political process. Mr. Speaker, I salute Robert M. Eppley for his lifetime of public service to Cumberland County and his many years of dedication to the betterment of our community.

THE CHANGING FACE OF  
AMERICA'S FINANCIAL SUCCESS

**HON. JENNIFER DUNN**

OF WASHINGTON

IN THE HOUSE OF REPRESENTATIVES

*Tuesday, February 29, 2000*

Ms. DUNN. Mr. Speaker, women are changing the face of America's financial success.

Today, there are nearly 8.5 million women-owned businesses in the United States, and they are increasing in number, range, diversity, and earning power. As their companies expand, women business owners employ 18.5 million individuals and produces \$3.1 trillion in sales.

Since 1994, the Republican-led Congress has diligently worked on behalf of women business owners. We have instituted a variety of reforms from achieving a balanced budget and modernizing financial services, to easing the burden of unnecessary regulation and taxation. In this new century, we must do everything we can to keep the economy growing and enable women to keep more of their hard-earned dollars.

I would like to take the opportunity to submit an insightful interview, conducted by the Center for International Private Enterprise in their magazine *Economic Reform Today*, highlighting the positive contributions of women-owned businesses to the U.S. economy.

#### BUSINESSWOMEN IN THE MAINSTREAM

ERT: In recent years, the US and a few other industrial nations have seen very impressive growth in the number of women-owned firms. What do you think is the reason for this rapid increase, and what impact is it having on the US economy?

Mr. DONOHUE: It's very true that the number of women-owned firms has increased phenomenally. In 1997, the US Small Business Administration (SBA) found that women owned 8.5 million small businesses in this country—that's one in every three small businesses! Together, they employ more than 23.8 million people and generate up to \$3.1 trillion in sales.

There are many reasons why there has been such a rapid expansion in the number of women in business. First of all, women in general are increasingly better educated than they were a few decades ago. According to the US Department of Commerce, in 1970 only 8% of women completed college, compared with 14% of men. By 1990, that number had risen to 17.6% (compared with 23% of men). Women's educational attainment increased by 4.8% while men's rose by only 2.8%.

In addition to being better prepared, women are also delaying marriage and childbearing in order to enter the workplace—a trend that started in the 1970's. The percent of never-married females ages 20 to 29 rose, in average, by 11.4% between 1980 and 1990. This helped power an increase in productivity from which we are benefiting today.

The impact of these twin social trends has been to increase the influence of women in business—particularly small business. For many women, owning a business and setting their own schedules has been a way for them to reconcile their personal and career goals. Between 1987 and 1996, the number of women-owned businesses grew 78%—and, according to the National Foundation of Women Business Owners, women are starting businesses at twice the rate of men. As a result of this incredible productivity and activity, women-owned firms now employ more people than do the Fortune 500 companies!

ERT: The US Chamber has seen a significant increase in women-owned businesses as a segment of its membership in recent years. Has this changed the organization in any way?

Mr. DONOHUE: In recent years, the US Chamber has approached this positive situation in two ways. First, we have worked hard to provide resources for businesswomen. For example, throughout 1999 the Chamber is co-sponsoring three national satellite con-

ferences designed to help women entrepreneurs develop winning small business strategies.

These conferences are intended to present women business owners with an excellent opportunity to grow and learn from fellow entrepreneurs and to share their knowledge and experience with colleagues. These conference programs also include a question-and-answer session with the studio audience and call-in participants. Co-sponsors of the series include Edward Jones, the US Small Business Administration, the Small Business Development Center Program, IBM, the American Business Women's Association, and Service Corps of Retired Executives (SCORE).

We have already held two conferences. The first was held May 17, 1999 and offered "Practical Tips for Today and Tomorrow." It featured Jay Conrad Levinson, author of *Guerilla Marketing: Secrets for Making Big Profits from Your Small Business* and Flori Roberts, an ethnic cosmetic pioneer who now runs motivational seminars. The second satellite conference was held August 30 and focused on how to expand a business. The third in the series—on financing for stability and growth—is set for November 2.

Networking opportunities and new resources have always been a key reason that women have joined the Chamber. But let's face it—whether you're a male business owner or a female business owner, you're still going to have the same interests and concerns when it comes right down to it.

You're still going to worry about high taxes, health care mandates and onerous workplace and environmental regulations that cost business well over \$700 billion every year. We understand this, and we fight for all of our members' interests before the US Congress, regulatory agencies, in the courts—and in the court of public opinion. And in our view, that's the main reason why women-owned businesses—and indeed, all of our business members—join together with us.

ERT: How can women business leaders help to shape public policy, and what is the role of public policy in promoting the involvement of women in business?

Mr. DONOHUE: Most women business leaders are so busy running their businesses that they have little time for public policy. But the most important public policy effort that women business leaders can make is to recognize that their interests lie in protecting and improving our system of free enterprise. Taxes, health care mandates and regulations impact every business, and it's important for women—and their male counterparts—to recognize this.

My advice to businesswomen in this country is to get involved. Join your local and state chambers of commerce. Become a member of the US Chamber of Commerce! Find examples of other women who have successfully fought for business and emulate them—for example, the Treasurer of the Board of Directors of the U.S. Chamber of Commerce is Carol Ball, the Publisher and CEO of Ball Publishing Company of Greenville, Ohio. She is a tough, ardent advocate for a pro-business agenda, and we are lucky to have her on board.

When it comes to promoting women in business, I believe that the US government ought to do two things. First, through agencies like the Small Business Administration, it should provide information and act as a clearinghouse for different resources that would be beneficial to women.

Second, I believe that the federal government should create a better climate for enterprise creation. From serious regulatory reform to better bankruptcy laws, pro-business policies will help all business owners,

but they will aid women in particular, who, as I previously noted, start businesses at twice the rate of men.

ERT: Women's business associations appear to be growing around the world. How can they make a difference? Do they address special needs of business-women that traditional business associations do not?

Mr. DONOHUE: Women's business associations are an invaluable resource for women at all stages of their careers. The networking possibilities alone make them worthwhile. In addition, some associations offer member benefits such as loans and discounts on business products. These benefits, other resources and networking are major draws for women entrepreneurs.

For example, the American Business Women's Association (ABWA) offers options for every phase of a career. Whether a woman is looking for a promotion, career move, her own business or a way to stay active in retirement, ABWA offers a specific membership program tailored to get her on her way.

But remembers, women's business associations and organizations like the Chamber can work together! The Chamber offers conferences and leadership forums to help prepare women for the world of business. And, as I've mentioned before, we also fight for pro-business policies that benefit both men and women.

ERT: In many nations, women-owned businesses are confined to cottage industries and the informal sector. Do you see this changing over time?

Mr. DONOHUE: Yes, I do. As more women in those societies enter the workforce, as they become better educated and as societies become more open, you will see greater numbers of women assume top corporate leadership posts around the world.

ERT: Many women business owners—even the smallest scale entrepreneurs—seek access to global markets and access to potential partners for their goods or services. Are there key ways in which their business associations should be assisting them?

Mr. DONOHUE: I'm very glad you asked that. The scale of international trade today is such that even the smallest of companies, be it an importer or a manufacturer, is operating on a global scale. The US Chamber has long been committed to policies that make it even easier for companies of all sizes to trade. Right now, we have a major international trade education project under way, in which we hope to communicate the benefits of increased trade to the public. By looking beyond our borders, women business owners have an excellent opening to grow their businesses, especially with the advent of information technology, the Internet and e-commerce. At the Chamber, we aim to create an environment so that these companies prosper, and that they take advantage of the opportunities available to them.

ERT: Speaking of technology, how do you foresee the Internet and other information technology boosting the ability of small-scale entrepreneurs—like many women-owned firms—to access international markets?

Mr. DONOHUE: The Internet is one of the most profound inventions of this century. It enables the smallest of small companies to compete with the biggest ones—if they can figure out how to do it.

The Internet confers many advantages on small businesses. For example, small companies can use it to monitor orders and other customer services—and cut costs dramatically. Network connectivity makes it possible for you to hook up your local area network (LAN) directly to the Internet. And a wide-area network (WAN) connection offers multiple simultaneous connections through a dedicated data line, at tremendous savings

over individual modems and standard telephone lines. This makes your existing internal email address work as Internet email addresses, and allows you to set up your own Web server (with your own domain name) to provide volumes of information to existing and potential new customers and to take orders on-line.

The Internet also offers small businesses a much wider consumer base. There are 92 million Internet users in North America. The number of women Internet users jumped by 80% in only nine months, passing the 10 million mark. And 55 million people have shopped on the Web for products ranging from books, computers, clothing, CDs, and videos, to cars, car parts and even houses. Those consumers spent \$12 billion this year, up from \$7 billion last year.

Moreover, the biggest business is . . . business! Companies have spent even more than consumers—about \$43 billion on Internet purchases according to Forrester Research. This year, that figure will likely jump to nearly \$110 billion. It's no wonder, as the University of Texas reported, that the Internet economy generated \$301 billion of revenues in 1998 and created 1.2 million jobs.

In short, to connect with people and businesses in other countries, the Internet can't be beat. And there's nowhere to go but up as more and more nations get wired and go on-line. E-commerce will be the story of the next century.

#### LEHIGH VALLEY HERO

#### HON. PATRICK J. TOOMEY

OF PENNSYLVANIA

IN THE HOUSE OF REPRESENTATIVES

*Tuesday, February 29, 2000*

Mr. TOOMEY. Mr. Speaker, today I rise to pay tribute to one of my constituents, Mr. J. Anderson Daub. Mr. Daub, who owns and operates five car dealerships in my district, recently won the prestigious Time Magazine Quality Dealer Award for outstanding performance. This award is the culmination of a lifetime of hard work for Mr. Daub, who began his career washing cars in his father's dealership at the age of twelve. Through hard work and diligence, he learned how to operate his dealerships successfully, with a commitment to quality and service that won him this impressive award.

In addition to his excellence in business, Mr. Daub also gives much of his time back to the community. He is a board member of the Lehigh Valley Easter Seal Society, the State Theatre for the Arts, and the United Way of the Lehigh Valley. In addition, Mr. Daub is president of the Brown-Daub Foundation, which provides educational and social services to thousands of citizens in my district. I applaud Mr. Daub for his professional achievements and his involvement in his community.

IN MEMORY OF MARY M.  
BRANNAGAN OF PAWCATUCK,  
CONNECTICUT

#### HON. SAM GEJDENSON

OF CONNECTICUT

IN THE HOUSE OF REPRESENTATIVES

*Tuesday, February 29, 2000*

Mr. GEJDENSON. Mr. Speaker, I rise today with a very heavy heart to offer a few words in memory of Mary Mullaney Brannagan of

Pawcatuck, Connecticut. Mary was my friend and an outstanding public servant in the southeastern Connecticut for decades. She will be missed by countless members of the community whose lives she touched during her long and meaningful life.

Mary was born in Pawcatuck in 1908 and lived in the same house her entire life. Early in her career, she was a teacher in the business department of Stonington High School until her retirement in the 1950s. Over many years, she served as a clerk in the office of probate judge and for a brief period as judge of probate. She was well-known by everyone in Town Hall. Later in life, she was an active volunteer with the Pawcatuck Neighborhood Center, which provides a range of essential services to residents in the community. She was affectionately known as the "daffodil lady" because she sold bouquets of daffodils each year to raise funds for the Center.

Mary was also the pillar of the Democratic party in Stonington for many decades. In this capacity, she helped every Democratic leader—including this member—to understand that our party represents the interest of working Americans who have made this country great. To her final days, she had an acute political sense and understood the pulse of the community better than anyone.

Mr. Speaker, Mary has been widely remembered as a friend, a mentor and a leader. She reached out to every member of the community and had an extended family which is too numerous to count. Everyone who knew her will remember her fondly. I extend my deepest sympathy to her son and daughter. We can take comfort in the fact that Mary Brannagan's memory will endure in Pawcatuck through her many good deeds, years of service and friendships.

#### BLACK HISTORY MONTH

#### HON. PETER J. VISCLOSKY

OF INDIANA

IN THE HOUSE OF REPRESENTATIVES

*Tuesday, February 29, 2000*

Mr. VISCLOSKY. Mr. Speaker, it is with a great sense of honor that I rise to celebrate Black History Month and its 2000 theme—Heritage and Horizons, the African-American Legacy and the Challenges of the 21st century. As I consider this year's theme, I reflect on this great nation's African-American heritage, and anticipate a multitude of future accomplishments in the new millennium.

As we reflect on the great African-American contributions made to our nation's history, I would like to draw your attention to some individuals who were the first in representing the African-American community in Indiana's First Congressional District: William Burke, the first African-American police officer in Gary; Lonnie Bolden, the first African-American firefighter in Gary; Bernard Carter, the first African-American Prosecutor in Lake County; and Rudy Clay, the first African-American State Senator.

These individuals, the trailblazers for our future leaders, had the courage and initiative to set high aspirations, achieve their goals, and become role models for our youth. We must recognize this great African-American heritage, honor our African-American pioneers and celebrate their accomplishments. However, we must stop there. We are at the dawn of a new century.